

FORSYTH TOBACCO PRODUCTS PRICING

For Contracted Direct Accounts

7/1/96

List	\$9.19
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Terms (3.25%)	.30
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E. F. T. (1/2%) *	.03
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Off-Invoice	2.30
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Net Invoice	\$6.56
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Alliance Accrual **	.30
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Net Price	\$6.26
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Optional:

Share of Category *** (paid semi-annually)	.25
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Dead Net Price	\$6.01
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* E.F.T. available to qualifying customers

** Alliance Program - Marketing Program (coupons, etc.)

*** One (1) cent per SOC up to 25 cents

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